

PROGRAM OVERVIEW

The Entrepreneurs Network is a six-month program designed to optimize exposure to, and interaction with, leading local and national entrepreneurial experts. Monroe County Executive Maggie Brooks announced the creation of The Entrepreneurs Network in her 2006 State of the County Address, as part of her commitment to strengthen the region's entrepreneurial economy, and retain and attract jobs and investment.

The Entrepreneurs Network was created based on the best practices of leading entrepreneurial education, training and networking programs and serves a regional audience spanning Buffalo, Rochester, Syracuse and Ithaca, New York. Its mission is to promote job growth and business development by providing our region's entrepreneurs with hands-on education and training, as well as access to the resources critical to building successful new ventures.

Members of The Entrepreneurs Network attend exclusive boot camps and workshops focused on topics such as entrepreneurship, sales effectiveness and financing. In addition, a series of public panel events are held to ensure that all companies in our region can benefit from the national expertise and networks provided through the program. Each of the public panel events are designed to expose entrepreneurs and business leaders to key strategies and practices that can help them take their companies to the next level.

Guest speakers and panelists contributing to the 2006 program include:

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| ▪ <i>Tom Anderson, Partner, Harter Secrest & Emery LLP (Rochester, NY)</i> | ▪ <i>Julie Gerstenberger, Director, Kodak Alliances (Rochester, NY)</i> |
| ▪ <i>Frank Andresco, Partner, Egan-Managed Capital (Boston)</i> | ▪ <i>Robert Helfrich, Director, Business Development, Welch Allyn (Syracuse, NY)</i> |
| ▪ <i>Gary Connors, Vice President, Business Development, Bausch & Lomb, Inc. (Rochester, NY)</i> | ▪ <i>John Hession, Partner, McDermott Will & Emery LLP and Co-Founder, The Entrepreneurs Network (Boston)</i> |
| ▪ <i>Jack Derby, Derby Management, LLC (Boston)</i> | ▪ <i>Greg Hulecki, Managing Partner, FA Technology Partners (Boston/Albany)</i> |
| ▪ <i>Phil Ernst, Silicon Valley Bank (Boston)</i> | ▪ <i>George Simmons, Derby Management, LLC (Boston)</i> |
| ▪ <i>Dan Gallagher, CEO Soleo Communications (Rochester, NY)</i> | ▪ <i>Jeffrey Vogel, Partner, Velocity Equity Partners (Boston)</i> |

2006 SCHEDULE OF EVENTS*

1. ENTREPRENEURSHIP BOOT CAMP [2½ Day Event]..... May 3-5, 2006

TEN members only.

Hands-on, interactive session providing tools and training on business planning, leadership, investor presentations and financing.

2. VC PANEL EVENTMay 25, 2006

Open to the Public; Free to TEN members & Sponsors with Opening Reception

Key trends in the venture capital industry will be presented followed by a VC panel discussion providing insight on what it takes to obtain venture capital investment.

3. SALES EFFECTIVENESS BOOT CAMP [2 Day Event].....June 11-13 2006

TEN members only.

Interactive session focused on sales models and planning techniques, on-line sales tools, key hiring tactics and strategies for winning the complex sale.

4. SUCCESSFUL STRATEGIC PARTNERING June 22, 2006

Open to the Public; Free to TEN members & Sponsors with Opening Reception

The panel will explore key strategies and deal terms for creating successful strategic partnering relationships.

****BREAK FOR SUMMER – PROGRAM RESUMES IN SEPTEMBER ****

5. COMPARATIVE TERM SHEETS.....September 2006

TEN members only.

An in-depth review of term sheets will be provided as well as a discussion of the potential impact of key terms to the company and management team.

6. INVESTOR PRESENTATION WORKSHOP [1½ Day]September 2006

TEN members only

Hands-on support and coaching on investor presentations will be provided followed by individual company presentations and feedback from a panel of experts.

7. ALTERNATIVES TO VC FINANCINGOctober 2006

Open to the Public; Free to TEN members & Sponsors with Opening Reception

A review non-venture capital financing options will be explored with a panel discussion of pros, cons and key requirements of each.

8. BUILDING TEAMSOctober 2006

Open to the Public; Free to TEN members & Sponsors with Opening Reception

The panel presents guidelines for recruiting teams, including Board of Directors and other advisors and will discuss common mistakes made by first-time founders.

9. FEATURED SPEAKER: TBANovember 2006

Open to the Public; Free to TEN members & Sponsors with Opening Reception

** Specific dates for the Fall Session to follow.*